Entrepreneur Resources
December 2020

• Each month we’ll highlight resources, founder conversations and hot topics to help you move your ideas forward.
• If you have resources that you’d like to share, please reach out to your licensing associate or EIR to have them included in the next update.
• I have added recordings of virtual events from the previous month in case you missed them.
Articles and Tools

- What skills do you need to build up as a startup CEO?
- Hiring best practices in the life sciences
- How to build your founding team
- 7 expenses you might not be prepared for
- How to compete with the 800lb gorillas
- When you’re negotiating with the 800lb gorilla—how to win
- 8 Tips for a winning SBIR
- Due Diligence Checklist
- 5 mistakes you don’t want to make with your startup
SBIR Series

8 Tips for Writing a Winning Proposal

Part 3 of 4—the Research Plan
Indie Bio Pitch Day--Recorded

[Link to SF—NYC also available]

IndieBio San Francisco Demo Day 2020

Our class of 19 companies are debuting at Demo Day for SF Class 10 and NY Class 01.

EVENT DETAILS
The past 6 months have illustrated the dire need for innovative biotech to address pressing needs in human and planetary health crises.

IndieBio is proud to present its ‘pandemic class,’ founders who rose to the challenge of building paradigm-shifting companies during the largest infectious disease pandemic in a century. Each company was selected to be part of the elite IndieBio community because they were driven by a mission to improve human and planetary health.

[Switch to IndieBio New York Demo Day 2020]
Climate Competition

[Link to apply]

For students with ClimateTech and Energy start-up ideas that can change the world.

Apply

Applications for the 2021 will open around November 1st, 2020.

Save the dates:

- Nov 1st, 2020 - Applications open
- Feb 5th, 2021 - Applications close
- Beginning Mar 2021 - Semifinalists + mentors announced
- Apr 8th, 2021 - Semifinals
- Apr 15th, 2021 - Finals

*This year, the semifinals and finals will be held virtually
Petri—Founder Series

[Link to upcoming events—note you can sign up for office hours once registered]

**November 10 // 12 - 1 PM**

**FOUNDER SPEAKER SERIES**
Early-stage crossroads decisions in bio + engineering

**Tuesday November 10, 2020**
Talk @ 12 - 1PM EST
Office Hours @ 1- 2 EST by sign up

**BILL BRADY**
KULA BIO

Register now

Office hour sign-up information will follow registration.
Petri Dish recordings

Link to the full line-up including George Church, Daphne Koller, and Stan Lapidus

Thank you for joining us for our first virtual summit and networking event on September 16th, 2020! Below are the recorded sessions from the event.

Recorded Sessions
Virtual event-Recording

Link to recording

Sorry We Missed You

How To Prevent a Terrible, Horrible, No Good, Very Bad Day for Your Life Sciences Start-up: Lessons Learned From Company Formation, Drug Development, Partnering, and Due Diligence Nightmares
Virtual event-Recording

Slides and Link to recording

"Destination: Collaboration - Preparing for the journey of due diligence"
Virtual Event Recording

Recording [Link]

Colorize the Blueprint for your Biologics Clinical Trial Application
Virtual Event Recording

December 1, 2020
[webinar]

Start at the End: What to Show the Regulators?

15:30–17:00 CET
09:30–11:00 am EST
Bio Partnering @JPM Event

Register to use BIO One-on-One Partnering to schedule your meetings during JPM Week!

2021 Registration Rates

Register your team to participate in BIO One-on-One Partnering. Rates below are per person.

- BIO Member Companies: $0 (Benefit of BIO Membership)
- Non-Member Companies: $150
- Non-Member Service Providers: $995
- Qualified Investors: $0

Doesn’t get cheaper than this! [Link]
Virtual event coming up

RAISING FUNDS – IN THE VIRTUAL WORLD
DEC 15 | 10:00 AM PT | ONLINE

Whether you're pitching for dilutive or non-dilutive funding, to venture capital investors or to government funders, success can hinge upon your pitch. We gathered a group of experts including startups who have successfully raised money, a venture investor and government funder who hear pitches from startups, and renowned communication expert, John Bates, who helps bring it all together. Following the panel discussion, for a pre-selected group of individuals, John will analyze 90 second pitches and provide live feedback so we all can learn.
Virtual Event—coming up McKinsey conference

McKinsey Links: Register or Pitch
Virtual Events—coming up and recorded

**USC Stevens** has some great events recorded and more coming up through Summer of 2021

### Oct 21 3pm
**Founders Keepers: Role of Faculty Founders in the Startup World**
Startup founders face many challenges, from securing investment to creating critical partnerships with industry and in the marketplace. Faculty founders juggle these...

### Oct 28 1pm
**Meet the Investors: Versant Ventures**
Presenter: Clare Ozawa, Managing Director | Versant Ventures
Versant Ventures is a leading healthcare investment firm committed to helping exceptional entrepreneurs build the...

### Nov 4 1pm
**Hot Topic: Drug Repurposing**
Presenters: Antoinette F. Konski, Partner and Daniel R. Shelton, Senior Counsel | Foley & Lardner, LLP
Drug development takes an enormous amount of time, money and effort...

### Nov 10 1pm
**Anatomy of a License**
Presenters: Karin H. Immergluck, Executive Director | Stanford University – Office of Technology Licensing
Seth Levy, Partner/Co-chair, Life Sciences Practice | Nixon...

Presentation by Daniel Schwartz, Partner at Nixon Peabody. View the recording on YouTube.

**Forming Your Company: Capitalization (“Cap”) Tables and Strategies (Oct. 7, 2020)**
Presentation by Anurag Agarwal, Principal (Life Sciences) at Osage University Partners and Mustapha Parekh, Special Counsel at Pillsbury Winthrop Shaw Pittman LLP. View the recording on YouTube.

**Hot Topic: Alice and Software Patents (Sept. 30, 2020)**
Presentation by Jeff Sheriff, Associate at Pillsbury Winthrop Shaw Pittman LLP. View the recording on YouTube.

**Adding Value to Patents and Their Role in Commercial Success (Sept. 23, 2020)**
Presentation by John Wetherell, Ph.D., Partner at Pillsbury Winthrop Shaw Pittman LLP. View the recording on YouTube.

**Patent Fundamentals, Drafting and Prosecution (Sept. 16, 2020)**
Presentation by Ketan Vakil and Jeffrey Morton, Ph.D., Partners at Snell & Wilmer. View the recording on YouTube.

**Meet the Investors: Osage University Partners (Sept. 9, 2020)**
Presentation by Kirsten Leute, Partner at OUP. View the recording on YouTube.

**Life Sciences Collaborations During the Pandemic (July 29, 2020)**
The webinar series kicked off with a presentation by Seth Levy, Partner at Nixon Peabody LLP. View the recording on YouTube.